

File 9:Business & Industry(R) Jul/1994-2002/Dec 27  
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 File 15:ABI/Inform(R) 1971-2002/Dec 28  
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     (c) 2002 FIZ TECHNIK  
 File 476:Financial Times Fulltext 1982-2002/Dec 28  
     (c) 2002 Financial Times Ltd  
 File 610:Business Wire 1999-2002/Dec 30  
     (c) 2002 Business Wire.  
 File 613:PR Newswire 1999-2002/Dec 30  
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     (c) 2002 McGraw-Hill Co. Inc  
 File 634:San Jose Mercury Jun 1985-2002/Dec 28  
     (c) 2002 San Jose Mercury News  
 File 810:Business Wire 1986-1999/Feb 28  
     (c) 1999 Business Wire  
 File 813:PR Newswire 1987-1999/Apr 30  
     (c) 1999 PR Newswire Association Inc

?ds

Set	Items	Description
S1	181690	(INCENTIVE? OR LOYALTY OR REWARD? ? OR AWARD? ? OR E()CENT- IVE? OR MOTIVAT? OR PROMOTION? ? OR BONUS OR BONUSES) (3N) (PRO- GRAM? ? OR SYSTEM? ? OR CAMPAIGN? ?)
S2	13693	S1(5N) (ELECTRONIC? OR COMPUTERI? OR DIGIT? OR DIGITAL? OR - ONLINE OR ON()LINE OR WEBSITE? OR WEBPAGE? OR WEB() (PAGE? OR - SITE?) OR INTERNET OR AUTOMATE? OR NETWORK? OR SERVER? OR WWW OR WORLD()WIDE()WEB OR WORLDWIDWEB)
S3	155297	(GOAL? ? OR GOAL() (SETTING? OR PLANNING?) OR PERFORMANCE? - OR ACHIEVEMENT? OR ACCOMPLISH? OR SUCCESS? OR QUOTA OR QUOTAS OR PRODUCTIVITY OR COST()SAVING?) (5N) (REPORT? ? OR MODIF? OR - STORING OR STORE? ? OR STORAGE? OR HEURIST?)
S4	403394	(GOAL? ? OR GOAL() (SETTING? OR PLANNING?) OR PERFORMANCE? - OR ACHIEVEMENT? OR ACCOMPLISH? OR SUCCESS? OR QUOTA? ? OR PRO- DUCTIVITY OR COST()SAVING?) (5N) (TRACK? OR MONITOR? OR FEEDBAC- K? OR EVALUAT? OR COMPARE? OR COMPARIS? OR MEASUR?)
S5	26	S2(S)S3
S6	21	RD (unique items)
S7	31	S2(5N)S4
S8	29	S7 NOT S6
S9	23	S8 NOT PY>2000
S10	23	S9 NOT PD=19990818:19991231
S11	15	RD (unique items)
S12	1099	S1(3N) (S3 OR S4)
S13	1085	S12 NOT (S6 OR S11)
S14	894	S13 NOT PY>2000
S15	859	S14 NOT PD=19990818:19991231
S16	132	S15(3N) (HUMAN? ? OR PARTICIPANT? OR EMPLOYEE? OR CONTRACTO- R? ? OR ORGANIZATION? ? OR ORGANISATION? OR SALES()FORCE? OR - EDUCATION?)
S17	128	RD (unique items)

6/3,K/1 (Item 1 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
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02476419 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**ALSTON RE-AFFIRMS COMMITMENT TO REGIONAL AUSTRALIA**

(Government plans future of E-Commerce for regional Australia; will have around \$671 mil worth of expenditure following proposed sale of additional 16% of Telstra)

Exchange Telecommunications Newsletter, v 11, n 21, p N/A

June 04, 1999

DOCUMENT TYPE: Newsletter (Australia)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 592

(USE FORMAT 7 OR 9 FOR FULLTEXT)

**TEXT:**

...rollout beyond the cities and towns." He also noted that "targeted initiative ... such as the **Networking the Nation program** and other Social **Bonus programs** which will flow from the further sale of Telstra" will seek out and develop "specific...

...of remote and isolated island communities. At the meeting Alston "launched" Australia's E-Commerce **Report Card** which details ecommerce **successes** against the priorities set out in the blueprint document, A Strategic Framework for the Information...

6/3,K/2 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01278699 99-28095

**Stores bring "sense of passion" to vital housekeeping needs**

Reda, Susan

Stores v78n8 PP: 79-80 Aug 1996

ISSN: 0039-1867 JRNL CODE: STR

WORD COUNT: 1168

...TEXT: to Ultimate Services Inc. (USI), a company specializing in retail housekeeping and facilities management. Using **computerized** work loading, progressive **incentive programs** and state-of-the-art technology, USI has enabled Macy's to reduce payroll costs in operations by 25 percent, while raising staff **productivity** and **store** cleanliness.

Across town at Bloomingdale's 59th Street flagship, though, executives of another branch of...

6/3,K/3 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00427129 88-43962

**Controlling Purchasing Price Performance**

Felch, R. Bruce; Felch, Robert I.

Journal of Purchasing & Materials Management v24n3 PP: 36-39 Fall 1988

ISSN: 0094-8594 JRNL CODE: JPR

...ABSTRACT: prices with historical prices and standard costs, allowing management to set cost targets and monitor **achievement**. The **report** is composed of 2 sections. A reflection of the past month's divisional purchasing activity...

... establish reasonable goals for purchased material costs and then track progress toward the goals. The **computerized** reporting **system** provides an **incentive** for buyers and a basis for performance evaluation that is flexible and adaptable to unique...

6/3,K/4 (Item 3 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

00119205 80-13156

**Hifi: Manufacturers Play Second Half as Close to the Vest as Retailers**

Anonymous

Merchandising v5n6 PP: 42, 44 Jun 1980

JRNL CODE: MER

...ABSTRACT: focus this year will be in mini components. Aiwa also anticipates expanding into more department **stores** after a recently **successful** test-market effort. It is also considering catalog showrooms. Aiwa does not have a monopoly...

... Hitachi has updated about 25% of its line and lowered prices across the board. Regarding **promotion campaigns**, US Pioneer **Electronics** has a new promo for mid-July-The 'Fantasy Gift Stakes.' Grand prize is a...

6/3,K/5 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2002 The Dialog Corp. All rts. reserv.

20970424 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**COMNET 2002 Exhibitor Profiles; Conference & Exposition to Take Place Jan. 28 - 31 at the Washington Convention Center**

BUSINESS WIRE

January 28, 2002

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 7727

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... fault management solution for distributed locations. Tavve's products provide the ability to view network **performance** via automatic Web-based **reports** and to manage networks remotely. Tavve customers also receive technical expertise on network issues from...

6/3,K/6 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2002 The Dialog Corp. All rts. reserv.

20293374 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Bank of Nova Scotia - Final Results**

NEW RNS

December 06, 2001

JOURNAL CODE: WRNS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 5557

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... a pilot program, in partnership with the Solstice Alliance, of a card that combines credit, **electronic** purse, **loyalty programs** and other services, using microchip technology." Other e-Scotia highlights: - Le Richelain and Roussillon transit...

6/3,K/7 (Item 3 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2002 The Dialog Corp. All rts. reserv.

16425756 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Network Storage Solutions' Thunderbolt NAS Storage System Finalist for  
Network Computing Well-Connected Award**  
BUSINESS WIRE  
April 30, 2001  
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 650

(USE FORMAT 7 OR 9 FOR FULLTEXT)

after Hands-on Evaluation  
Network Storage Solutions (NSS), a leading provider of high-  
**performance network attached storage (NAS) systems**, announced that  
its **award -winning Thunderbolt** product line has been selected as a  
finalist by CMP Media's Network Computing Magazine's editors for a 2001  
Well-Connected Award in the **network attached storage system** category.  
The annual **awards**, held to determine and honor the 48 best IT and  
networking products of the year...

6/3,K/8 (Item 4 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
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13435921  
**PR Newswire California Summary, Monday, Oct. 10, 2000 up to 10:00 a.m. PT**  
PR NEWSWIRE  
October 23, 2000  
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1329

... 17% NYM055 10/23/2000 07:32 r f bc-CA-LifePoint-saliva (ONTARIO)  
**LifePoint Reports Performance Results of THC Detection In Human Saliva**  
At American College of Emergency Physicians HSM009 10...

6/3,K/9 (Item 5 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
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13066630  
**Now online, Remo is a state of mind**  
Julie McDowell  
ABIX - AUSTRALASIAN BUSINESS INTELLIGENCE (B & T), p14  
September 22, 2000  
JOURNAL CODE: WBAT LANGUAGE: English RECORD TYPE: ABSTRACT  
WORD COUNT: 120

... be sold. Consumers can vote to have certain items put into  
cyberstock. Remo has a **loyalty program** on its **web site** but  
consumers do not have to do anything to get rewards! The site is living...

6/3,K/10 (Item 6 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2002 The Dialog Corp. All rts. reserv.  
11559004 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**FEATURE/Sweepsclub.com Launches Into Higher Orbit; Innovative Webmarketer's  
"Launch2Space" Contest Propels Winner into Space**  
BUSINESS WIRE

June 19, 2000

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 505

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... opt-in" e-mails, newsletters and other web-based direct marketing vehicles with a proprietary **rewards** program.

According to **reports** from leading **Internet performance** analysis and measurement company Media Metrix, Sweepsclub.com significantly outperforms well-entrenched competitors in key **performance** categories.

In its latest **reports** for the month of April, Media Metrix data revealed that Sweepsclub.com experienced an average...

6/3,K/11 (Item 7 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2002 The Dialog Corp. All rts. reserv.

09390365 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Incentive Systems Goes to the Extreme; Extreme Networks Chooses Incentive's Software to Help It Manage Incentive Compensation for Its Rapidly Growing Sales Force**

BUSINESS WIRE

February 01, 2000

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 802

...and international sales reps receive accurate and timely commission payments and have Web access to **performance reports**, which will ultimately motivate them to achieve corporate goals.

Extreme anticipated its rapid growth in...

6/3,K/12 (Item 8 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2002 The Dialog Corp. All rts. reserv.

09070624 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**WatchZone.com Survives Busiest Online Shopping Season Ever, Prepares for Busier Year in 2000**

BUSINESS WIRE

January 11, 2000

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 587

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... continue to build a larger customer support and fulfillment staff, increase support for its affiliate **program**, continue **online sales promotions** and increase the number and capacity of Web servers to ensure continued growth through year...

6/3,K/13 (Item 9 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2002 The Dialog Corp. All rts. reserv.

03989110

**PR Newswire California Summary, Tuesday January 12, up to 10:00AM PT**

PR NEWswire

January 12, 1999

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1325

... 03 r f bc-CA-TheTrip.com-Visa (DENVER) TheTrip.com and Visa Launch  
Unprecedented **Internet Reward Program** LATU051 01/12/1999 08:03 r f  
bc-CA-Scriptics-financng (PALO ALTO) Scriptics...

6/3,K/14 (Item 10 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
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02988328  
**IntelliQuest and CoolSavings Offer Innovative Online Customer Relationship  
Management Program for Technology Vendors**  
BUSINESS WIRE  
October 01, 1998  
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 915

... concept in customer relationship management. CoolSavings'  
high-quality Internet coupons have already proven to be **successful** in  
driving in- **store** traffic and sales for large national retailers. This new  
program will continue the CoolSavings success...

... customer relationship marketing, and we are delighted to partner with  
them to create this unprecedented, **Internet** -based customer **rewards  
program** for technology vendors. IntelliQuest's unique customer  
identification services and understanding of technology purchasers, coupled  
...

6/3,K/15 (Item 1 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2002 Business Wire. All rts. reserv.

00744733 20020715196B0078 (USE FORMAT 7 FOR FULLTEXT)  
**Macworld New York 2002 Exhibitor Profiles**  
Business Wire  
Monday, July 15, 2002 07:34 EDT  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 4,485

...the visual  
experience, transforming their most evocative and **ambitious** visions  
into reality. Its range of **award** -winning **systems** and software is  
developed for **digital** media creation, management and delivery across  
all disciplines from visual effects and editing to animation...pack. With  
new products constantly in development,  
WiebeTech's mission is to deliver small, high **performance** bus-powered  
**storage** peripherals.

Note to media: To register for a free, custom news feed via Business Wire  
...

6/3,K/16 (Item 2 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2002 Business Wire. All rts. reserv.

00736908 20020626177B0496 (USE FORMAT 7 FOR FULLTEXT)  
**Network Appliance Wins 2002 Network Storage Conference Award-Network  
Appliance Recognized for Outstanding Achievement in Storage Networking;  
F880 Series Storage Solution Acknowledged as The Best Complete Storage  
System**  
Business Wire  
Wednesday, June 26, 2002 07:45 EDT

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 471

...Peripheral Concepts teamed with Computer Technology Review and InfoStor Magazine to officially launch the first **Network Storage Awards program**. Together they designed the awards program to recognize outstanding **achievement** in **storage** networking.

"The **storage** networking industry is evolving so quickly that technological innovations are continually being made," commented Farid Neema, president of Peripheral Concepts. "The **Network Storage Award Program** was created to recognize the achievements made by companies who are leading the way within ...

6/3,K/17 (Item 3 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2002 Business Wire. All rts. reserv.

00685099 20020325084B8137 (USE FORMAT 7 FOR FULLTEXT)  
**Peripheral Concepts and InfoStor Magazine Launch Network Storage Awards Program ; ' Award Program Intended to Recognize Outstanding Achievement in Storage Networking'**  
Business Wire  
Monday, March 25, 2002 09:02 EST  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 420

**Peripheral Concepts and InfoStor Magazine Launch Network Storage Awards Program ; ' Award Program Intended to Recognize Outstanding Achievement in Storage Networking'**

6/3,K/18 (Item 4 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2002 Business Wire. All rts. reserv.

00510008 20010430120B9846 (USE FORMAT 7 FOR FULLTEXT)  
**Network Storage Solutions' Thunderbolt NAS Storage System Finalist for Network Computing Well-Connected Award-Editors Nominate Thunderbolt in Network Storage Category after Hands-on Evaluation**  
Business Wire  
Monday, April 30, 2001 12:49 EDT  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 650

TEXT:  
Network Storage Solutions  
(NSS), a leading provider of high- **performance network attached storage (NAS) systems**, announced that its **award -winning Thunderbolt product line** has been selected as a finalist by CMP Media's Network Computing Magazine's editors for a 2001 Well-Connected Award in the **network attached storage system** category.  
The annual **awards**, held to determine and honor the 48 best IT and

networking  
products of the year...

6/3,K/19 (Item 5 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2002 Business Wire. All rts. reserv.

00199916 20000223054B5553 (USE FORMAT 7 FOR FULLTEXT)  
**Industry Leaders Select Lateral Line Network to Manage Internet Infrastructure**  
Business Wire  
Wednesday, February 23, 2000 06:21 EST  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 817

...com and  
YellowPages.com chose Lateral Line Network to monitor actual user traffic and  
provide **performance reports** based on this user data. FreeShop.com, a leading  
online direct marketing network that connects...

...consumers and businesses, providing more than 16 million  
business listings plus maps, video and audio, **electronic** coupons,  
customer  
**rewards programs**, and consumer product information.  
Designed for integration with other leading vendors to provide customers a  
...

6/3,K/20 (Item 1 from file: 613)  
DIALOG(R)File 613:PR Newswire  
(c) 2002 PR Newswire Association Inc. All rts. reserv.

00827770 20020925DCW014 (USE FORMAT 7 FOR FULLTEXT)  
**Cornerstone Reg. Develop. Partnership Receives Two Awards**  
PR Newswire  
Wednesday, September 25, 2002 07:45 EDT  
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 247

TEXT:  
...Regional Development  
Partnership with the prestigious International Economic Development Award  
for  
a Single Publication Advertisement **Campaign** and the International **Award**  
for an  
**Internet** Site. These awards were presented at IEDC's Annual Conference,  
Tuesday, September 24, 2002 in...

...as both a working  
environment and regional branding site. For site planners, who need  
credible,  
**report**-building data, it is a **productivity** tool. For corporate  
executives and  
potentially relocating employees, it is a window into the many...

6/3,K/21 (Item 1 from file: 813)  
DIALOG(R)File 813:PR Newswire  
(c) 1999 PR Newswire Association Inc. All rts. reserv.



0555927

AT012

**NEW STUDY LISTS LATEST WAYS FOR SUPERMARKETS TO CUT DISTRIBUTION COSTS**

DATE: January 19, 1993

15:54 EST

WORD COUNT: 529

...overall distribution management.

-- Pipeline Performance Measures -- Management control tools and procedures for assessing total pipeline **performance** .

In addition, the **report** lists 19 specific **cost - saving** programs within these four broad areas, ranging from **electronic** data interchange to new **incentive systems** for logistics personnel.

"Inventory management is a key weapon in the battle to reduce costs...  
?

11/3,K/1 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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02104464 64879285

**How to run an incentive program**

Gines, Karen

Incentive v174n12 PP: 15-25 Dec 2000

ISSN: 1042-5195 JRNL CODE: IMK

WORD COUNT: 3981

...TEXT: a small gift related to the program's theme.

\* Announcement: This piece clearly outlines program **goals**, rules, structure, length, **measurement system** and **awards**. If you are including an **Internet** component, this information should also be on the Web site. Some organizations may forego paper...

11/3,K/2 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01684800 03-35790

**Ethical issues in electronic performance monitoring: A consideration of deontological and teleological perspectives**

Alder, G Stoney

Journal of Business Ethics v17n7 PP: 729-743 May 1998

ISSN: 0167-4544 JRNL CODE: JBE

WORD COUNT: 9040

...TEXT: found that the monitored workers they investigated reported a closer tie between their organization's **reward** and evaluation **system**. These investigations indicate that **electronic monitoring** may result in more accurate **performance evaluations** and a distribution of good and evil which, in fact, is based on workers' contributions...

11/3,K/3 (Item 3 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01333837 99-83233

**Negotiating the evolution of the HR function: Practical advice from the health care sector**

Barnett, Steve; Buchanan, Dave; Patrickson, Margaret; Maddern, Janny

Human Resource Management Journal v6n4 PP: 18-37 1996

ISSN: 0954-5395 JRNL CODE: HRMJ

WORD COUNT: 9601

...TEXT: the organisation and working to influence the key power brokers;

developing influential internal and external **networks** ;

controlling key business processes including **rewards systems** , industrial relations and **productivity measures** ;

developing an HR strategy which is an integral element of the hospital's business plan...

11/3,K/4 (Item 4 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00326815 86-27229

**Turning Profits in Customer Service**

Cohen, Bernard R.

Telephone Engineer & Management v90n14 PP: 68-69 Jul 15, 1986

ISSN: 0040-263X JRNL CODE: TEM

...ABSTRACT: training is related to telephone contact skills and work situations and is reinforced by weekly **performance measurements** and a noncash **incentive program**. An **automated** database provides the staff with instant information about prices and service intervals. The CSCs are ...

11/3,K/5 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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12980789 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Spirent Communications TeraMetrics and NetIQ's Chariot Work Together to Create First Complete Network Performance Analysis Solution**

BUSINESS WIRE

September 25, 2000

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 699

Enterprise **Network** Performance Analysis System "ENPAS" combines two **award** -winning products to **measure performance** from data link layer to application layer in a single solution

11/3,K/6 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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12980715 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Spirent Communications Adtech AX/4000 OC-192c Layer 1-7 Testing Selected as NetWorld+Interop 2000 Atlanta Best Of Show Finalist**

BUSINESS WIRE

September 25, 2000

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 824

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... 1 optical network testing capability for the Adtech AX/4000 was named a finalist in **Performance Test & Measurement**. The Best of Show **Awards program** is designed to help **network** managers evaluate the new product offerings debuted at NetWorld+Interop and assist in their quest...

11/3,K/7 (Item 3 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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11722055 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Maritz Inc., Industry Leader in People-Based Business Solutions, Launches eMaritz... A New Internet Venture to Take its 70 Years of Experience in Improving Employee and Channel Performance to New Markets**

PR NEWSWIRE

June 28, 2000

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 843

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... program operation, the site will communicate regularly with the program manager and program participants, help **track performance** and recognition earned and allow **program** participants to select **awards** from Maritz's proven, **online** and offline mix of thousands of merchandise and travel options.

"Through extensive primary and secondary...

11/3,K/8 (Item 4 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
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11356311 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**AOL's Digital Marketing Services Adds New Partners, Expands Relationships With Industry Leaders to Offer Online Custom Market Research**  
PR NEWSWIRE  
June 05, 2000  
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 450

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... We provide the widest sample reach through all of AOL's brands, superior technology for **online** research and a consumer **incentive system** that is unparalleled. We **measure** our **success** not only by expanding our partnerships, but also on our ability to cultivate and keep ...

11/3,K/9 (Item 5 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
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10441748 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Motivation Online Pioneers ERM (TM) -- Employee Relationship Management**  
PR NEWSWIRE  
April 06, 2000  
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 862

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... productivity program through a simple graphical interface. Employees are automatically awarded points for performance-based **achievements**. **Motivation Online** 's **program** keeps **track** of the points and notifies employees of the point awards and the behaviors that earned...

11/3,K/10 (Item 6 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
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10273651 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Motivation Online Joins Forces with Learn2.com to Shape the Course Of E-Learning**  
PR NEWSWIRE  
March 27, 2000  
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 835

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... with a few clicks of a button. Employees are automatically awarded

points for performance-based **achievements** . **Motivation Online** 's **program** keeps **track** of the points and notifies employees of the point awards and the behaviors that earned...

11/3,K/11 (Item 7 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
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09587124 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Motivation Online Receives Rave Reviews at Call Center 2000 Debut World's First All-Online Employee Performance System**  
PR NEWSWIRE  
February 15, 2000  
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 728

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... with a few clicks of a button. Employees are automatically awarded points for performance-based **achievements** . **Motivation Online** 's **program** keeps **track** of the points and notifies employees of the point awards and the behaviors that earned...

11/3,K/12 (Item 8 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2002 The Dialog Corp. All rts. reserv.

02570019 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**ICOMS Announces Internet's Most Robust Digital Coupon System**  
BUSINESS WIRE  
August 20, 1998  
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 581

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... discount. Digital Coupon attributes are logged along with the purchase transaction so merchants can easily **track** the **performance** of different offers and **incentive programs** .  
ICOMS' **Digital** Coupons offer a full range of functionality and flexibility, including dollars off, percentage off, and...

11/3,K/13 (Item 9 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
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01925534 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Taking care of now and then: Is biology the key to long-term business success? Roger Trapp looks at the 'fluid network' concept**  
ROGER TRAPP  
INDEPENDENT ON SUNDAY  
June 14, 1998  
JOURNAL CODE: FINS LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 655

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... not necessarily be accompanied by giving them the ability to overcome the conflicting pressures from **performance measures** and **reward systems** .  
He claims that the fluid- **network** organisation can overcome such difficulties by providing comprehensive measures and methods for dealing

with each...

11/3,K/14 (Item 1 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2002 Business Wire. All rts. reserv.

00302927 20000619171B4191 (USE FORMAT 7 FOR FULLTEXT)  
**FEATURE/Sweepsclub.com Launches Into Higher Orbit; Innovative Webmarketer's  
"Launch2Space" Contest Propels Winner into Space**  
Business Wire  
Monday, June 19, 2000 07:16 EDT  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 528

...opt-in" e-mails, newsletters and other web-based direct marketing  
vehicles  
with a proprietary rewards program .

According to reports from leading Internet performance analysis and  
measurement company Media Metrix, Sweepsclub.com significantly  
outperforms  
well-entrenched competitors in key performance categories.

In...

11/3,K/15 (Item 2 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2002 Business Wire. All rts. reserv.

00252056 20000410101B2525 (USE FORMAT 7 FOR FULLTEXT)  
**JDA Advertising Earns Industry Accolades with Creative Campaign for Newest  
Internet Client HotDispatch**  
Business Wire  
Monday, April 10, 2000 08:19 EDT  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 659

TEXT:  
Premier Tech Agency Launches Account with Award -winning Campaign ,  
Agency Building Strong Internet Portfolio with Track Record of  
Success  
and Ability to Deliver Results at Cyber Speed

JDA Advertising, one of the fastest growing...  
?